NAME: KEN KOHLMEYER *DATE: 3/26/93*
TITLE: T&D MANAGER *DEPARTMENT: 1426*

OBJECTIVES	ACHIEVEMENTS

1. CREATE, IMPLEMENT AND MONITOR 'NO STOCK S/R TEST' INVOLVING SOUTH BEACH NOVELTY.

- INCLUDE FORMS.
- ARRANGE PACKING.
- SELECT AND TRAIN A/S/R, S/R-T AND PTE.
- REFINE PROGRAM.
- PROVIDE SUMMARY OF PROGRAM AND OBJECTIVE.

2. IMPROVE SUB-JOBBER CONTRIBUTION TO IMPACT DISTRIBUTION AND PROMOTION OF OUR PRODUCTS.

- REVISIT AND RESELL OUR PROGRAMS.
- MONITOR PERFORMANCE.
- INCREASE SUB-JOBBER INVOLVEMENT.
- CREATIVELY USE AVAILABLE PROGRAMS.

3. PROVIDE CREATIVE SOLUTIONS TO BUSINESS OPPORTUNITIES.

- USE NEW DISPLAYS I.E. SUCTION CUP, GRAVITY FED, DIMENSION 4, ETC.
- INCREASE NO PAY PLATFORMS ESPECIALLY FLOOR DISPLAYS.
- USE CONTRACT MONIES TO PROPERLY IMPACT EACH ASSIGNMENT IN ALL 3 PRICE TIERS.

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Source: https://www.industrydocuments.ucsf.edu/docs/fpbp0000